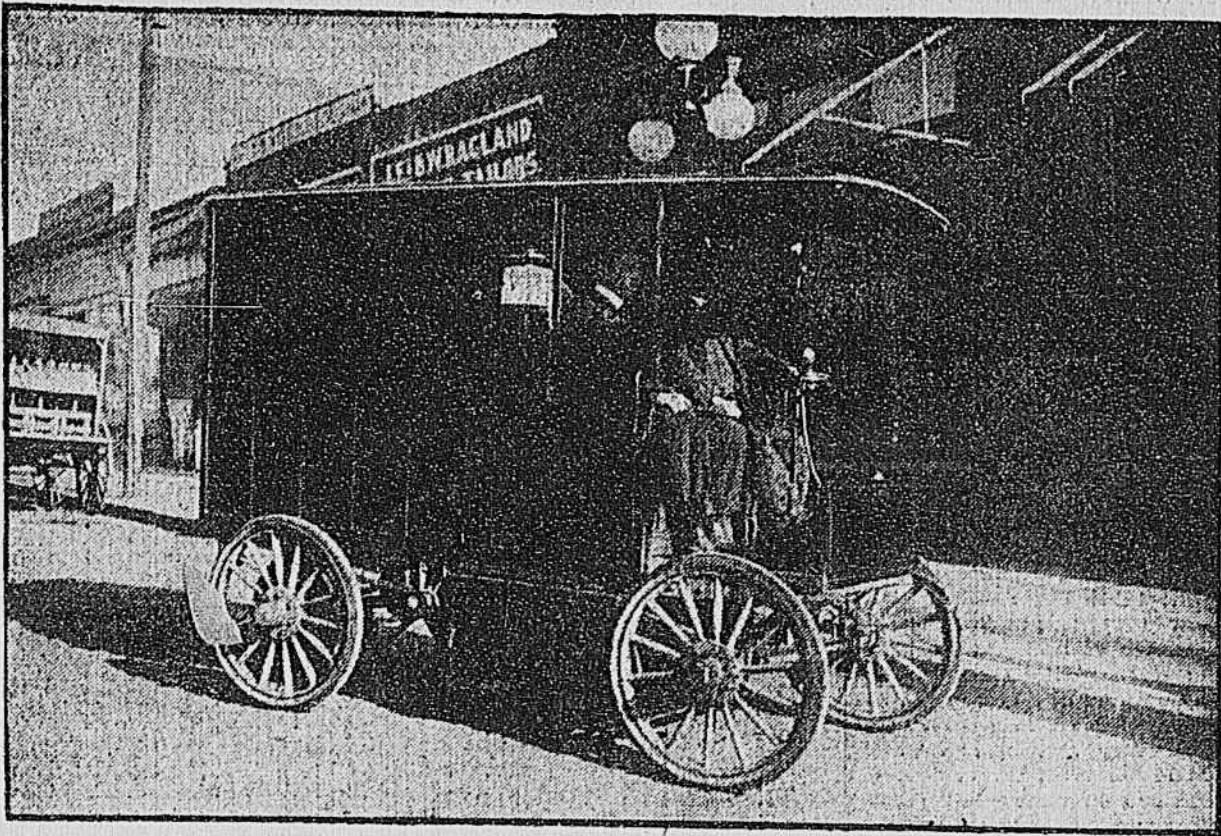


You Know This Car



We want you to know it's record!

PER CENT OF WORKING DAYS 98.735

NEVER FAILED	1 Mo.	6 Mos.	NEVER STOPPED
TO COME BACK	Cost of current (regular rates) \$17.71	\$106.29	ON ROAD FOR
ON IT'S OWN	Cost of repairs and care of car 5.49	32.97	LACK OF
POWER	Total cost of maintenance \$23.20	\$139.26	POWER
	Average number of miles traveled 522.3	3133.8	
	Average cost per mile .0044		

This is ABSOLUTE PROOF of the SERVICEABILITY and ECONOMY OF OPERATION of the COMMERCIAL ELECTRIC VEHICLE on the hills of Richmond. Will gladly tell you more about them.

Virginia Railway and Power Co.

Seventh and Main Sts. Richmond, Virginia

RICH OIL WELLS IN OLD VIRGINIA

(Continued From First Page.)

It is estimated by expert drillers now at work upon the job that less than 200 feet deeper will reach the oil-bearing sand, and this work is being pushed forward to its completion as fast as possible. Oil indications are such in different parts of the valley to prove conclusively its existence in large quantities from seepages of oil along the outside edge of the basin and from water wells throughout the entire

length of the field.

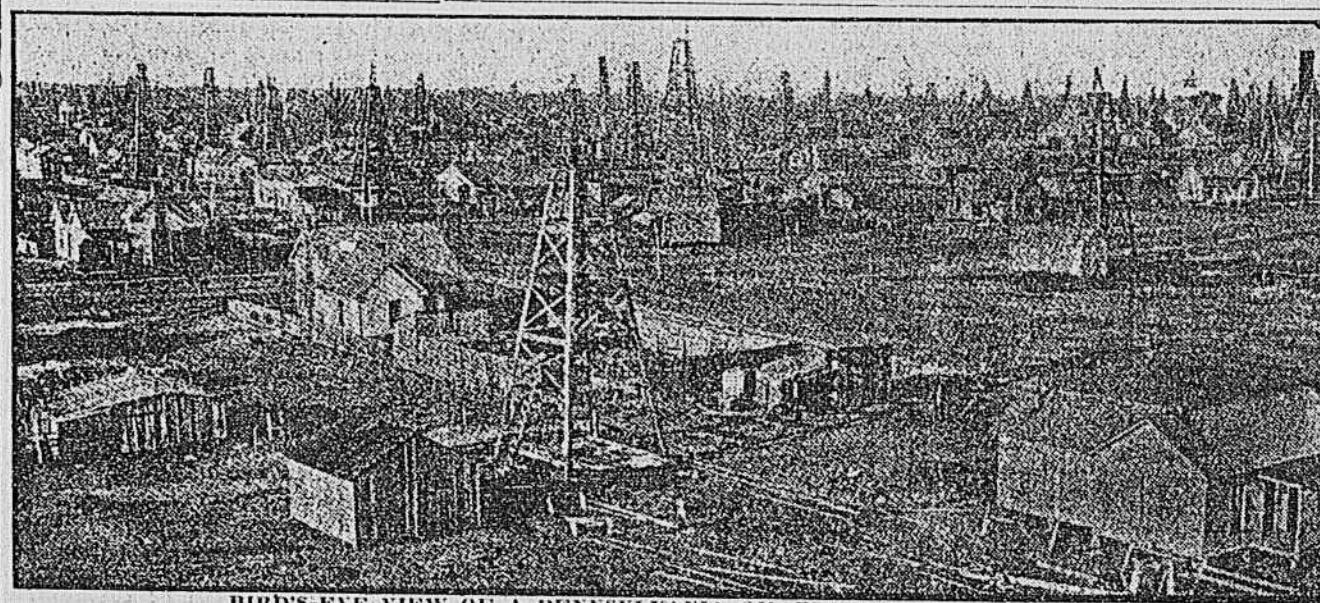
The shipping facilities and railroad transportation are far superior to most of the new oil fields, as the Louisville and Nashville Railroad extends the entire length of the field, at and near the foot, on the south side of the Cumberland Mountain, adjoining the Virginia and Southwestern and the Norfolk and Western Railroads on the northeast end of the county, as well as the Virginia, Carolina and Clinchport Railroad. This oil field is most fortunately located in that it is at such an elevation that a gravity oil line can be constructed from this county through the State of Tennessee, and south from there to a deepwater, giving an ideal line for export as well as for domestic markets. The over-production of cheap fuel oil in the West, together with the great inefficiency and gradual decline of the Eastern paraffine oil-producing fields, make this a valuable addition for Eastern oil refiners, and it is the purpose of Mr. Marsden and his associates to lay their own private line along the route indicated above.

Great Wealth of Lee County.

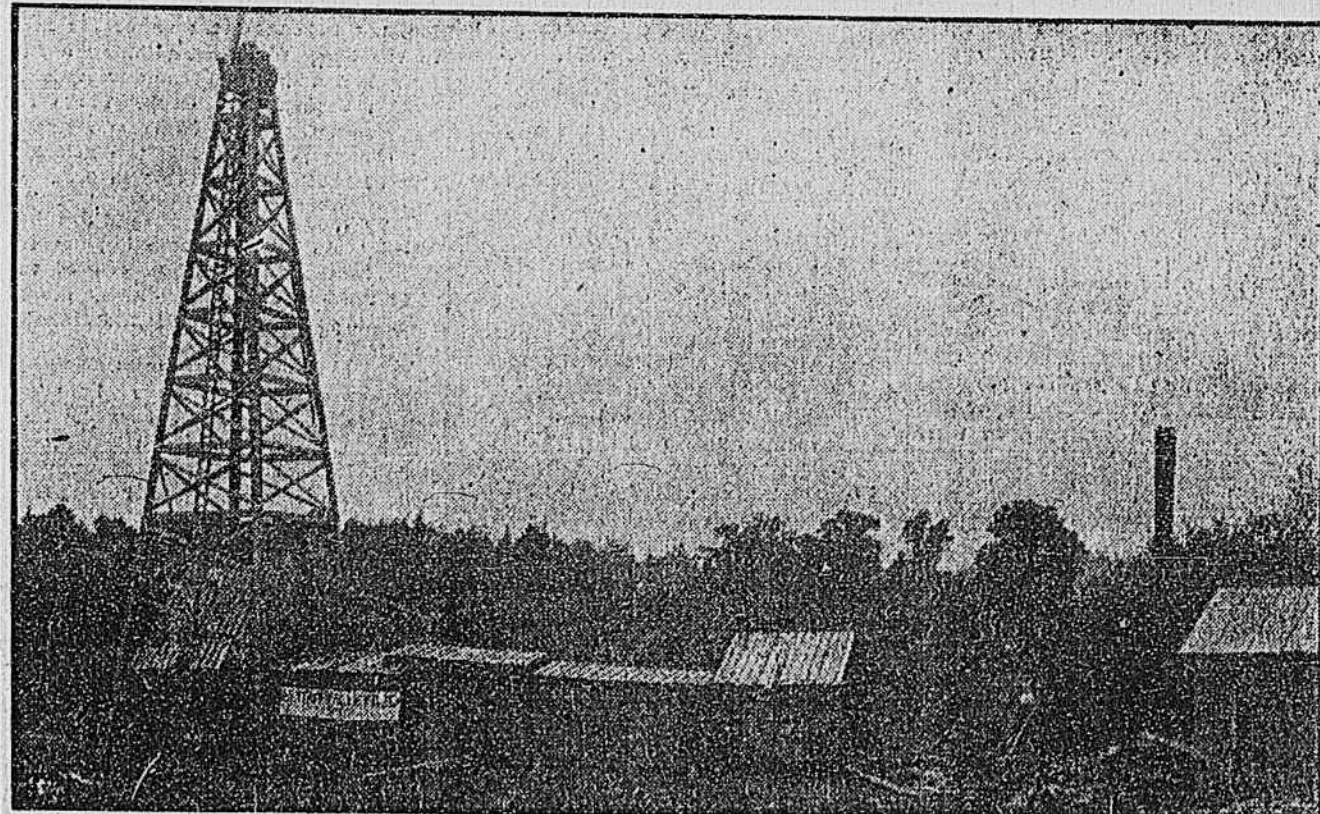
It will be seen the oil belt through Pennsylvania and West Virginia by referring to the United States map shows a northeast and southwest trend with various breaks across the belt. Bringing Lee County, Virginia, in a direct northeast and southwest line, proving beyond a doubt that if the formation is right, that this should prove a good producing oilfield, as its geographical position is perfect and in line of the Valley northeast and southwest, together with a flat centre and sloping sides of the formation makes this field beyond question "an ideal oil-producing field."

If all this be true, great future stands out for Lee County. It is rich in agricultural lands, blue grass grows to perfection, export cattle may be driven directly from the blue grass fields and shipped to Liverpool; much of its land without any special cultivation yields 100 bushels of corn to the acre. With but little attention given to apples, peaches and pears, these fruits grow to perfection and are of the finest flavor. In portions of the county the strawberry grows wild, and the writer has seen great fields red with wild strawberries, and as one walked across the area the sound of the crushing of the fruit is heard beneath the feet. Within her borders are produced as fine coal as can be found in the world, and at one of its coal plants the owners boast of making the finest coke the world has ever seen.

"Back Home Fever" Spreading. The people of the county are beginning to wake up to a realization of the riches that are manifest on all sides and have only recently, by a very large majority, decided to issue \$350,000 of bonds for road improvement. Beautiful springs, mountain brooklets, creeks and rivers abound everywhere, furnishing a never-failing supply of water near at hand. The Powells River is of sufficient size to furnish considerable water power. Timber is still plentiful in the county, and sufficient for the purpose of furnishing lumber close at hand at a reasonable price for the development of the oil and coal lands. As to the quality of the oil that is found in this field, there is not doubt but that it is equal to the best Pennsylvania oils and the best grade of West Virginia oils, judging from the samples of surface oil which have already been tested, which, we are informed, shows a paraffine base and a gravity of 35 degrees. With all these opportunities in our own State, why should our people go West? Why not the land of opportunity? Why not those who have gone West and found the hardships there far greater than here, catch the "back home fever" and return to old Virginia?



BIRD'S-EYE VIEW OF A PENNSYLVANIA OIL PRODUCING FIELD



A LEE COUNTY OIL WELL

TOBACCO IS KING IN WINSTON-SALEM

(Continued From First Page.)

In the South, and, with but two or three exceptions, the largest in the world. I am sure I have not seen all of the tobacco manufacturing plants in the world or in the South, but I have seen this one and have the facts and figures which will be given, and then there is one anywhere in the territory mentioned that can beat them just let it stand up and be counted.

Facts and Figures.

The factory or factories as they now stand in Winston-Salem, not counting an immense five-story office building now nearing completion, cover approximately twenty-two acres of ground. The floor space is nearly a million square feet. In twenty or more tobacco markets in the country where the company has leaf buyers they have large packing and ordering houses that are not counted in the above. In Richmond, for instance, the Reynolds company has big leaf houses, and is now building an immense plant on ground recently purchased, at Eleventh, Twelfth and Byrd Streets, for the purpose.

The main body of the plant here in Winston-Salem covers four blocks right in the heart of the city, and all of the buildings are first class and up to date in their construction and equipment. The main buildings, which are grouped on the four blocks, are offices, plug making departments, smoking tobacco departments, picking departments, ordering departments, shipping departments, power and lighting and heating departments and immense storage houses. While in other parts of the town there are also storage and ordering houses. To all of these the railway tracks run, and the loading and unloading are done right at the door, and this in the course of a year saves thousands of dollars in the matter of drayage.

Twentieth Century Layout.

It is sufficient to say that the entire plant is perfectly equipped with the very latest machinery known to the tobacco industry. Any tobacco man knows what this means. To go into details to make its meaning full and complete to the outsider would be to take up too much space. It is enough to say that genius has supplied tobacco manufacturers with automatic machinery to do almost every detail of the work, and any old-time tobacco manufacturer who could return from the grave, where he may have been resting for a quarter of a century, would find but few familiar things in a twentieth century factory. He would find over-rides, both white and black, male and female, separating the stems from the leaf by hand, and away they go, and singing over their work just as in the old times, but with this exception pretty much everything is now done by automatic machinery, even in the filling of the boxes and bags in the smoking department, and the stamping of the same is all done by machinery. Machines do all of this, except the tying of the string which holds the bag secure. There is a fortune awaiting the man who invents a machine to perfectly stem the leaf tobacco, and another goodly fortune for the one who will find a tying machine for the smoking tobacco bag.

In all of the departments of the Reynolds plant every known machine is used, and in one department, which takes up two immense floors, the millions of tin boxes in which the leading brand of smoking tobacco is packed are made, and all by automatic machinery. It is an enormous tin shop, in which fifty or more machines cut from solid sheets of tin the box proper, as many more cut out the tops, as many more the bottoms, and yet as many more put these parts together, and there is your box complete ready to be filled with the delightfully soothing granulated or cutplug tobacco.

A first-class electric lighting and power plant fills another building, and in that all of the power that runs the vast machinery halls and all of the light necessary are generated. Then another building houses all of the machinery for steam heating, for steam drying, etc. I said this is taken as a whole, the largest tobacco factory in the South, and with possibly two exceptions the largest in the world here are some figures upon which that estimate is based.

Figures That Talk.

The capital in operation is near \$5,000,000. The buildings here in Winston-Salem, exclusive of leaf plants in many other markets, cover a fraction over twenty-two acres. The floor space

is very nearly a million square feet. The number of employees, exclusive of traveling salesmen and outside agencies, is 4,600. The annual payroll here in Winston-Salem is \$1,750,000. The value of the annual output is from \$15,000,000 to \$18,000,000. The inbound and outbound shipments for the year 1910 upon which freights were paid to and from all parts of the country amounted to 165,000,000 pounds. The number

Why The American National Bank?

Ask any one of its **12,784** Customers

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3%

Capital - - - - - \$600,000.00
Surplus and Profits - - - - - \$362,375.60

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Wm. C. Camp, Vice-Pres. O. Baylor Hill, Cashier.
Waller Holladay, Asst.-Cashier. D. W. Durrett, Asst.-Cashier.

\$3,000,000 Guarantee

Against Loss Offered by the Stockholders to Depositors in the

NATIONAL BANK OF VIRGINIA,

Incorporated 1865.

CAPITAL \$1,200,000.

STOCKHOLDERS' LIABILITY \$1,200,000.

SURPLUS \$600,000.

In addition, the stockholders have placed the management in the hands of the following Board of Directors and Officers:

DIRECTORS:

E. B. Addison,	T. A. Cary,	T. C. Williams, Jr.,	R. G. Rennolds,	J. G. Tinsley,
E. L. Bemiss,	Carl H. Nolting,	E. C. Laird,	W. M. Habliston,	Geo. T. Wilson,
T. H. Ellett,	William T. Reed,	R. H. Lindsey,	Benj. P. Altop,	Jas. A. Moncure,
H. Theo. Ellyson,	J. W. Rothert,	W. P. Glenn,	B. Rand, Wellford,	Geo. Skelton Williams,
Geo. L. Christian,	Wm. Northrop,	Eppa Hunton, Jr.,	S. W. Travers,	F. D. Williams,

OFFICERS:

JNO. SKELTON WILLIAMS, Vice-President.	W. M. ADDISON, Cashier.	WILLIAM T. REED, Vice-President.
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ACCOUNTS SOLICITED.

3% Interest Paid in Savings Department.

Have the Best

The merit of a bank lies in its strength and the application of that strength for the benefit of its depositors and the community.

The resources and experience of the

First National Bank,

plus equipment, plus the efforts of officials and employees, provide the best of service.

Capital and Surplus, - - \$2,000,000

The Commonwealth Bank Is Very Careful as to Its Investments

The strength of the Commonwealth Bank is due to its methods of safe and conservative banking and to the confidence which these methods have inspired.

We desire the accounts of small and large depositors both in our checking and savings account.

One dollar opens an account in our Savings Department, and we pay 3 per cent. Compound Interest, computed every six months.

Commonwealth Bank

12 North Ninth Street.

BRANCHES:

4 East Broad Street.

Twenty-fifth and Broad Streets.

3914 Williamsburg Avenue.

HENRY S. HUTZLER & CO. BANKERS

DO A GENERAL BANKING BUSINESS

—Loans, Discounts, Exchanges, Collections, etc.—and solicit the accounts of individuals, firms and corporations. Interest allowed on savings accounts—3 per cent., compounded semi-annually.

of traveling salesmen employed is over 200, and they go to every nook and corner of the United States. The company buys raw material in every prominent market in the country, and uses every class of leaf tobacco known except that which is used exclusively in the manufacture of cigars.

The manufacture of tobacco in the most hygienic manner is and has been the study of this company, and in a stroll through the vast plant I could but be struck with the success which has followed the efforts. There is a general system of cleanliness on every floor that would do justice to a model home. The handling of the weed by hand has been, as outlined above, reduced to the minimum. Automatic conveyors take the leaf to the brushing machines where, by an ingenious process, every leaf is brushed and cleaned. After this brushing and cleaning the tobacco drops into another conveyor and is carried to the sweetening machines, where the sweetening is applied automatically, thereby insuring a uniformity and cleanliness impossible by the old-time method; and thus, with the idea of cleanliness always paramount, the tobacco is conveyed automatically from one machine to another, throughout nearly the entire process of manufacture.

The buildings are equipped with automatic sprinklers which not only furnish water for hygienic purposes, but render the plant really fireproof. These sprinklers are so arranged that when the temperature at any point in the plant goes above a certain degree the cap on the sprinkler melts, thus allowing the water to flow. It is claimed that a fire could not start in any nook or corner of the entire plant without being drenched with water in a few seconds. When in a great fire pump in the boiler room is put in motion and this supplies all of the needed water.

While Mr. Reynolds has gathered about him and trained a little army of associates and assistants, all of whom have become stockholders, he is now and has been at the helm, and is always right on the job. The employees and officers in the active management of the vast business own a larger per cent. of the stock of the company perhaps than do the em-

ployer and officers in the active management of any other large corporation in the country.

The visitor who goes through this big shop cannot but be impressed by the utmost harmony and good feeling which prevails between the employer and employee. Strikes and other disagreements and labor agitations are unknown. Good wages and good wages, entirely acceptable to the employees, have always been allowed, which is fully manifested in the unusually large number of employees who started in with Mr. Reynolds many years ago and have never found it necessary to demand higher wages or to leave the employ of the company. Many of the heads of the various departments started in the business as boys and grew up under their leader's tutelage. With their ever increasing knowledge of tobacco, they developed into experts, and have brought into the business vigor and improvement.

The officers and managers are: Richard J. Reynolds, president and general manager; W. N. Reynolds, vice-president and manager leaf department; George W. Coan, secretary and treasurer; D. Rich, cashier; James Sloan, auditor. Directors—Richard J. Reynolds, W. N. Reynolds, W. J. Reynolds, R. S. Reynolds, D. Rich and E. W. Coan. Other officers and managers are: M. E. Morsinger, assistant treasurer; C. W. Harris, advertising manager; J. L. Graham, traffic manager; Joseph D. Noel and R. S. Reynolds, sales managers. Each director is an active manager of some department.

Perhaps nowhere in the country is there more thorough organization and smoother working force than are to be found in this establishment.

Of course, all of Winston-Salem, and all of North Carolina, as for that matter, is proud of the Reynolds company and its immense plant, and well they may be, for there is no establishment in the State that does more, directly or indirectly, to advertise the pluck and energy and the wonderful resources and industrial advantages and possibilities of the South generally, and the Old North State in particular, than does the R. J. Reynolds Tobacco Company of this good city of Winston-Salem.